

Message Text

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PAGE 01 STATE 194260

62

ORIGIN SIG-02

INFO OCT-01 AF-08 ARA-10 EUR-12 EA-09 NEA-10 ISO-00 COME-00

EB-07 /059 R

DRAFTED BY S/IG/SI: PFITZGERALD

APPROVED BY S/IG:CRMOORE

S/IG - RYOST

COMMERCE - PPAUL

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R 051815Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY PARIS

AMEMBASSY WARSAW

AMEMBASSY ATHENS

AMEMBASSY JIDDA

AMEMBASSY LAGOS

AMEMBASSY DAKAR

AMEMBASSY SEOUL

AMEMBASSY NEW DELHI

AMCONSUL SAO PAULO

AMEMBASSY CARACAS

AMEMBASSY BOGOTA

AMEMBASSY TOKYO

AMEMBASSY SINGAPORE

INFO AMCONSUL RIO DE JANEIRO

AMEMBASSY BRASILIA

UNCLAS STATE 194260

E.O. 11652: N/A

TAGS: ASIG

SUBJECT: EVALUATION OF THE COMMERCIAL FUNCTION --
MEETINGS WITH BUSINESSMEN

REF: STATE 180693

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PAGE 02 STATE 194260

1. AS INDICATED REFTTEL, THE JOINT STATE-COMMERCE

EVALUATION TEAM PLANS MEETINGS WITH BUSINESSMEN AND TRADE GROUPS BOTH IN MAJOR US CITIES AND ABROAD. THESE MEETINGS ARE DESIGNED TO GAIN INFORMALLY A BETTER UNDERSTANDING OF THE WAY BUSINESSMEN SEE (A) THEIR CURRENT PROBLEMS OF DOING BUSINESS ABROAD; (B) THE ROLES THE STATE-COMMERCE SYSTEM CAN AND SHOULD PLAY IN ASSISTING BUSINESSMEN TO MEET THEIR PROBLEMS; AND (C) THE APPROPRIATENESS AND EFFECTIVENESS OF PRESENTLY OFFERED COMMERCIAL PROGRAMS AND SERVICES IN LIGHT OF A AND B.

2. IN DISTRICT OFFICE VISITS, TEAMS ARE DRAWING ON COMMERCE DISTRICT OFFICE AND OTHER US SOURCES FOR LISTS OF APPROPRIATE CONTACTS IN US CITIES. RECOGNIZING THAT THERE MAY BE SOME DUPLICATION OF FIRMS, ACTION ADDRESSEE POSTS ARE REQUESTED TO PROVIDE LISTS OF KEY AMERICAN AND LOCAL BUSINESSMEN IN THEIR COUNTRIES WHOSE VIEWS ARE

BELIEVED TO BE OF PARTICULAR VALUE TO THE TEAM VISITING EACH COUNTRY IN DEVELOPING THE PERSPECTIVE IT SEEKS. GROUP MEETINGS ARE FAVORED WHERE POST FEELS A FULL EXPLORATION OF ISSUES WOULD NOT BE INHIBITED. DINNER FOR LUNCHEON MEETINGS ARE ALSO FEASIBLE. EACH POST SHOULD USE ITS OWN DISCRETION IN SCHEDULING NUMBER AND FREQUENCY OF SUCH MEETINGS, KEEPING IN MIND TEAM'S DESIRE TO MEET AND TALK FULLY WITH INTERESTED ELEMENTS COUNTRY TEAM. ADDRESSEES SHOULD INDICATE TO BUSINESSMEN THAT PREFERENCE OF THE EVALUATION TEAM, IN ACCORDANCE WITH INSPECTION PRACTICE, IS TO CONDUCT INDIVIDUAL INTERVIEWS IN PRIVATE. A SIMILAR RULE IS BEING OBSERVED IN BUSINESS INTERVIEWING BEING ARRANGED BY COMMERCE DISTRICT OFFICES.

3. TEAMS WOULD APPRECIATE CABLE RECEIPT OF SUGGESTED CONTACT LIST AND TENTATIVE SCHEDULE OF APPOINTMENTS AS SOON AS POSSIBLE. HABIB

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PAGE 01 STATE 294260

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ORIGIN SIG-02

INFO OCT-01 ISO-00 /003 R

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DRAFTED BY SI/IG/IS:CRMOORE:SIS

APPROVED BY SI/IG/IS:CRMOORE

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R 192033Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

UNCLAS STATE 194260

FOLLOWING REPEAT STATE 194260 ACTION PARIS WARSAW ATHENS
JIDDA LAGOS DAKAR SEOUL NEW DELHI SAO PAULO CARACAS BOGOTA
TOKYO SINGAPORE INFO RIO DE JANEIRO BRASILIA 5 AUG 76

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